

ABC Hearing, Inc - BUDGET

	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Income													
Monthly % of Revenues	9.97%	12.19%	9.28%	8.18%	7.97%	7.20%	7.86%	6.12%	7.11%	8.39%	8.61%	7.12%	100.00%
Sales (Net)	89,730	109,710	83,520	73,620	71,730	64,800	70,740	55,080	63,990	75,510	77,490	64,080	900,000
Cost of Goods Sold													
COGS - Hearing Aids	24,765	30,280	23,052	20,319	19,797	17,885	19,524	15,202	17,661	20,841	21,387	17,686	248,400
COGS - Accessories	449	549	418	368	359	324	354	275	320	378	387	320	4,500
COGS - Repairs	718	878	668	589	574	518	566	441	512	604	620	513	7,200
COGS - Earmolds	179	219	167	147	143	130	141	110	128	151	155	128	1,800
COGS - Warranty	269	329	251	221	215	194	212	165	192	227	232	192	2,700
Total COGS	26,381	32,255	24,555	21,644	21,089	19,051	20,798	16,194	18,813	22,200	22,782	18,840	264,600
Selling Expenses													
Consultant Salaries	13,460	16,457	12,528	11,043	10,760	9,720	10,611	8,262	9,599	11,327	11,624	9,612	135,000
Commissions - Consultants	987	1,207	919	810	789	713	778	606	704	831	852	705	9,900
Payroll Taxes - Selling	1,228	1,501	1,143	1,007	982	887	968	754	876	1,033	1,060	877	12,317
Advertising - Newspaper	8,524	10,422	7,934	6,994	6,814	6,156	6,720	5,233	6,079	7,173	7,362	6,088	85,500
Advertising - Radio	1,077	1,317	1,002	883	861	778	849	661	768	906	930	769	10,800
Advertising - Yellow Pages	897	1,097	835	736	717	648	707	551	640	755	775	641	9,000
Advertising - Other	1,525	1,865	1,420	1,252	1,219	1,102	1,203	936	1,088	1,284	1,317	1,089	15,300
Credit Card Fees	1,436	1,755	1,336	1,178	1,148	1,037	1,132	881	1,024	1,208	1,240	1,025	14,400
Clinical Supplies	1,795	2,194	1,670	1,472	1,435	1,296	1,415	1,102	1,280	1,510	1,550	1,282	18,000
Total Selling Expenses	30,929	37,815	28,788	25,376	24,724	22,336	24,383	18,985	22,056	26,027	26,710	22,087	310,217
General & Administrative													
Officer's Salary	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000
Administrative Wages	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Payroll Taxes - G&A	680	680	680	680	680	680	680	680	680	680	680	680	8,160
Bank Charges	30	30	30	30	30	30	30	30	30	30	30	30	360
Charitable Contributions	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Depreciation Expense	850	850	850	850	850	850	850	850	850	850	850	850	10,200
Amortization Expense	1,185	1,185	1,185	1,185	1,185	1,185	1,185	1,185	1,185	1,185	1,185	1,185	14,220
Dues and Subscriptions	375	375	375	375	375	375	375	375	375	375	375	375	4,500
Equipment Lease and Rental	140	140	140	140	140	140	140	140	140	140	140	140	1,680
General Licenses and Permits	115	115	115	115	115	115	115	115	115	115	115	115	1,380
Insurance - Office Liability	190	190	190	190	190	190	190	190	190	190	190	190	2,280
Insurance - Health & Disability	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000
Accounting Fees	700	700	700	700	700	700	700	700	700	700	700	700	8,400
Meals and Entertainment	155	155	155	155	155	155	155	155	155	155	155	155	1,860
Office Expense	860	860	860	860	860	860	860	860	860	860	860	860	10,320
Postage and Delivery	285	285	285	285	285	285	285	285	285	285	285	285	3,420
Rent	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	54,000
Repairs and Maintenance	75	75	75	75	75	75	75	75	75	75	75	75	900
Telecommunications	450	450	450	450	450	450	450	450	450	450	450	450	5,400
Travel	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Utilities	675	675	675	675	675	675	675	675	675	675	675	675	8,100
Vehicle Expense	575	575	575	575	575	575	575	575	575	575	575	575	6,900
Interest Expense	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
Total G&A Expenses	22,940	22,940	22,940	22,940	22,940	22,940	22,940	22,940	22,940	22,940	22,940	22,940	275,280
Net Income	9,481	16,700	7,237	3,660	2,977	473	2,619	(3,039)	181	4,343	5,058	213	49,904